

## D&B Comprehensive Report

Copyright 2005 Dun & Bradstreet - Provided under contract for the exclusive use of subscriber 263157936L

ATTN: **cat**

Report Printed: AUG 15 2005

### Overview

#### BUSINESS SUMMARY

**KLEINFELDER GROUP INC, THE**  
**5015 Shoreham Pl**  
**San Diego, CA 92122**

**D&B D-U-N-S Number:** 14-470-8682

Do not confuse with operating subsidiary  
 Kleinfelder, Inc.

This is a **headquarters** location.  
 Branch(es) or division(s) exist.

**Telephone:** 858 320-2000

**Chief executive:** GERALD SALONTAI,  
 CEO

**Year started:** 1985

**Employs:** 1,522

**Financial statement date:** MAR 31 2005

**Sales F:** \$188,381,918

**Net worth F:** \$17,194,716

**History:** CLEAR

**Financing:** SECURED

**Financial condition:** GOOD

**SIC:** 8711

**Line of business:** Consulting engineers

**Credit Score Class:** **2**

Moderate risk of severe payment delinquency over next  
 12 months

**Financial Stress Class:** **1**

Low risk of severe financial stress over the next 12  
 months

**12-Month D&B PAYDEX®:** **74**

When weighted by dollar amount, payments to suppliers  
 average 9 days beyond terms.

**D&B Rating:** **4A2**

**Financial strength:** 4A is \$10 to 50 million.

**Composite credit appraisal:** 2 is **good**.

#### EXECUTIVE SUMMARY

The **Financial Stress Class of 1** for this company shows that during the previous year, firms with this classification had a failure rate of 0.49% (49 per 10,000), which is lower than the national average.

The **Credit Score class of 2** for this company shows that during the previous year, 4.7% of the firms with this classification paid one or more bills severely delinquent, which is lower than the national average.

Financial information from a fiscal consolidated statement dated 03/31/05 is included.

Predictive Scores	This Business	Comments
<b>Financial Stress Class</b>	1	Failure Rate lower than the national average
<b>Financial Stress Score</b>	1532	Highest Risk: 1,001; Lowest Risk: 1,850
<b>Credit Score Class</b>	2	Probability of Severely Delinquent Payment is lower than the national average.

**Other Key Indicators**

<b>PAYDEX Scores</b>	9 days beyond terms	Pays more slowly than the average for its industry of 6 days beyond terms
<b>Industry Median</b>	6 days beyond terms	
<b>Operations</b>	Profitable	
<b>Present management control</b>	20 years	
<b>UCC Filings</b>	UCC filing(s) are reported for this business	
<b>Public Filings</b>	No record of open Suit(s), Lien(s), or Judgment(s) in the D&B database	
<b>Financing</b>	Is secured	
<b>History</b>	Is clear	

**CREDIT CAPACITY SUMMARY**

<b>D&amp;B Rating:</b>	<b>4A2</b>
<b>Financial strength:</b>	4A indicates <b>\$10 to 50 million.</b>
<b>Composite credit appraisal:</b>	2 is <b>good.</b>

This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

<b>Sales:</b>	\$188,381,918	<b>Payment Activity:</b>	
<b># of Employees Total:</b>	1,522	(based on 18 experiences)	
<b>As of 03/31/05</b>		<b>Average High Credit:</b>	\$4,508
<b>Worth:</b>	\$17,194,716	<b>Highest Credit:</b>	\$15,000
<b>Working Capital:</b>	\$23,206,950	<b>Total Highest Credit:</b>	\$81,150

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

**Jump to:**

[Overview](#) | [Payments](#) | [Public Filings](#) | [History & Operations](#) | [Banking & Finance](#)

**Scores****FINANCIAL STRESS SUMMARY**

The Financial Stress Summary Model predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

**Financial Stress Class: 1**

Low risk of severe financial stress, such as a bankruptcy, over the next 12 months.

**Incidence of Financial Stress**

Among Businesses with this Classification:	0.49% (49 per 10,000)
National Average	1.40% (140 per 10,000)

**Financial Stress National Percentile: 94** (Highest Risk: 1; Lowest Risk: 100)

**Financial Stress Score: 1532** (Highest Risk: 1,001; Lowest Risk: 1,850)

The Financial Stress Class of this business is based on the following factors:

- No record of open suit(s), lien(s), or judgement(s) in the D&B files.
- 17% of trade experiences indicate slow payment(s) are present.
- Payment experiences exist for this firm which are greater than 60 days past due.
- Net Profit After Taxes suggests lower risk of financial stress.
- Change in Net Worth suggests lower risk of financial stress.

**Notes:**

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.
- All Financial Stress Class, Percentile, Score and Incidence statistics are based on 2002.

<b>Norms</b>	<b>National %</b>
This Business	94
Region: <b>PACIFIC</b>	43
Industry: <b>BUSINESS, LEGAL AND ENGINEERING SERVICES</b>	50
Employee Range: <b>500+</b>	41
Years in Business: <b>11-25</b>	73

This business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

**CREDIT SCORE CLASS SUMMARY**

The Credit Score class predicts the likelihood of a firm paying in a severely delinquent manner (90+ Days Past Terms) over the next twelve months. It was calculated using statistically valid models and the most recent payment information in D&B's files.

**Credit Score Class: 2**

Moderate risk of severe payment delinquency over next 12 months.

**Incidence of Delinquent Payment**

Among Companies with this Classification: 4.70%

**Credit Score Percentile: 89** (Highest Risk: 1; Lowest Risk: 100)

The Credit Score Class of this business is based on the following factors:

- Control age or date entered in D&B files indicates lower risk.
- No record of open suit(s), lien(s), or judgments(s) in the D&B files.
- D&B files indicate a net worth of \$17,194,716.
- Business does not own facilities.
- Quick ratio is 1.3.

**Notes:**

- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 90 days past due or more by creditors. The calculation of this value is based on an inquiry weighted sample.
- The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files.

**Norms                      National %**

This Business                      89

Region:  
**PACIFIC**                      56

Industry:  
**BUSINESS, LEGAL AND  
ENGINEERING  
SERVICES**                      46

Employee Range:  
**500+**                      26

Years in Business:  
**11-25**                      61

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

**Jump to:**
[Overview](#)

|

[Scores](#)

|

[Public Filings](#)

|

[History & Operations](#)

|

[Banking & Finance](#)
**Payments****PAYMENT TRENDS**

**Total Payment Experiences in D&B's File:**

18

**Current PAYDEX is:**

**74**

equal to 9 days  
beyond terms

**Payments Within Terms:**  
(not dollar weighted)

89%

**Industry Median is:**

**76**

equal to 6 days  
beyond terms

<b>Total Placed For Collection:</b>	0	<b>Payment Trend currently is:</b>	<b>unchanged,</b> compared to payments three months ago
<b>Average Highest Credit:</b>	\$4,508	Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.	
<b>Largest High Credit:</b>	\$15,000		
<b>Highest Now Owing:</b>	\$5,000		
<b>Highest Past Due:</b>	\$1,000		

**PAYDEX Scores**

Shows the D&B PAYDEX scores as calculated on the most recent 3 months and 12 months of payment experiences.

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to payment experiences as reported to D&B by trade references. A detailed explanation of how to read and interpret PAYDEX scores can be found at the end of this report.

**3-Month D&B PAYDEX: 65**

When weighted by dollar amount, payments to suppliers average 19 days beyond terms.

Based on payments collected over last 3 months.

**12-Month D&B PAYDEX: 74**

When weighted by dollar amount, payments to suppliers average 9 days beyond terms.

Based on payments collected over last 12 months.

**PAYDEX Yearly Trend****12 Month PAYDEX Scores Comparison to Industry**

	9/04	10/04	11/04	12/04	1/05	2/05	3/05	4/05	5/05	6/05	7/05	8/05
<b>This Business</b>	77	78	78	77	77	77	77	77	77	78	74	74
<b>Industry Quartiles</b>												
Upper	79			79			79			79		
Median	76			76			76			76		
Lower	70			70			70			70		

- Current PAYDEX for this Business is 74, or equal to 9 days beyond terms
- The 12-month high is **78**, or equal to 3 days beyond terms
- The 12-month low is **74**, or equal to 9 days beyond terms

**PAYDEX Comparison to Industry**

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Consulting engineers, based on SIC code 8711.

**Quarterly PAYDEX Scores Comparison to Industry**

Previous Year					Current Year				
	9/03	12/03	3/04	6/04		9/04	12/04	3/05	6/05

<b>This Business</b>	79	77	76	78
<b>Industry Quartiles</b>				
Upper	79	79	79	79
Median	76	77	76	76
Lower	70	71	71	71

<b>This Business</b>	77	77	77	78
<b>Industry Quartiles</b>				
Upper	79	79	79	79
Median	76	76	76	76
Lower	70	70	70	70

- Current **PAYDEX** for this Business is **74**, or equal to 9 days beyond terms
- The present industry **median score** is **76**, or equal to 6 days beyond terms.

- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

### Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences used to calculate the percentage, and the total dollar value of the credit extended.

### Dollar Range Comparisons:

<b>\$ Credit Extended</b>	<b># Payment Experiences</b>	<b>\$ Total Dollar Amount</b>	<b>% of Payments Within Terms</b>
OVER \$100,000	0	\$0	0
\$50,000 - 99,999	0	\$0	0
\$15,000 - 49,999	2	\$30,000	50
\$5,000 - 14,999	4	\$37,500	100
\$1,000 - 4,999	4	\$10,000	75
Under \$1,000	8	\$3,650	97

Payment experiences reflect how bills are met in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc.

### PAYMENT SUMMARY

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 18 payment experiences in D&B's file for the most recent 12 months, with 8 experiences reported during the last three month period.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	<b>Total Rcv'd (#)</b>	<b>Total Dollar Amts (\$)</b>	<b>Largest High Credit (\$)</b>	<b>Within Terms (%)</b>	<b>Days Slow &lt;31 31-60 61-90 90&gt; (%)</b>
--	------------------------	-------------------------------	---------------------------------	-------------------------	------------------------------------------------

The highest **Now Owes** on file is \$5,000 The highest **Past Due** on file is \$1,000

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed. Indications of slowness can be result of dispute over merchandise, skipped invoices, etc.

### PAYMENT DETAILS

**Detailed payment history**

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
--------------------------	---------------	---------------------	------------------	------------------	---------------	---------------------------------

**Payments Detail Key:** red = 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

**Jump to:**[Overview](#)[Scores](#)[Payments](#)[History & Operations](#)[Banking & Finance](#)**Public Filings****PUBLIC FILINGS**

The following data includes both open and closed filings found in D&B's database on the subject company.

Record Type	# of Records	Most Recent Filing Date
<b>Bankruptcy Proceedings</b>	0	-
<b>Judgments</b>	0	-
<b>Liens</b>	0	-
<b>Suits</b>	0	-
<b>UCC's</b>	50	02/11/2005

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

**UCC FILINGS**

There are additional UCC's in D&B's file on this company available by contacting 1-800-234-3867.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

**Jump to:**[Overview](#)[Scores](#)[Payments](#)[Public Filings](#)[Banking & Finance](#)**History & Operations****HISTORY**

The following information was reported **08/11/2005**:

**Officer(s):** GERALD SALONTAI, PRES-CEO  
BART PATTON, COO  
RICH YOUNG, SECRETARY

**DIRECTOR(S):** THE OFFICER(S)

Corporate #1272499.

Business started 1985 by the officers. 54% of capital stock is owned by the direct owners. 46% of capital stock is owned by the company's ESOP.

On Apr 1 1985 the corporation was formed to act as a holding company for its subsidiaries.

#### RECENT EVENTS:

On November 14 2003, a company spokesperson at Kleinfelder Inc, San Diego, CA, confirmed that on November 10 2003, Squier Associates Inc, Lake Oswego, OR was acquired by The Kleinfelder Group Inc, San Diego, CA. The Kleinfelder Group Inc is the parent company of Kleinfelder Inc. Squier Associates Inc now operates as a wholly owned subsidiary of The Kleinfelder Group Inc. All of the employees were retained. Further details are unavailable at this time.

GERALD SALONTAI born 1954. 1981-present active with Kleinfelder, Inc. 1985-present active here. Has over nineteen years with a wide variety of geotechnical and environmental engineering projects. Graduated in 1981 from Long Beach State University with an MS degree in Geotechnical Engineering and in 1977 from California State Polytechnic University with a BS degree in Civil Engineering.

BART PATTON. Active here.

RICH YOUNG. Active here.

---

#### CORPORATE FAMILY

For more details on the Corporate Family, view the interactive global family tree

#### COMING SOON!

**Easily order Business Information Reports on international family members through the Corporate Family section.**

#### Subsidiaries (US):

Select businesses below to buy Comprehensive Report(s).

Geosystems Engineering, Inc.	Shawnee Mission, KS	DUNS # 19-685-4012
Kleinfelder Inc	San Diego, CA	DUNS # 04-600-7506
Spectrum Exploration, Inc	San Diego, CA	DUNS # 18-917-2463
Squier Associates Inc	Beaverton, OR	DUNS # 08-197-5799

---

#### Subsidiaries (International):

Kleinfelder México, S.A. de C.V.	GUADALAJARA, MEXICO	DUNS # 58-816-1658
----------------------------------	---------------------	--------------------

#### BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF AUG 05 2005:

This data is for informational purposes only, certification can only be obtained through the Sacramento Office of the California Secretary of State.

**Registered Name:** THE KLEINFELDER GROUP, INC.

**Business type:** CORPORATION

**Corporation type:** PROFIT



**Date incorporated:** APR 01 1985  
**State of incorporation:** CALIFORNIA  
**Filing date:** APR 01 1985  
**Registration ID:** C1272499  
**Status:** ACTIVE

**Where filed:** SECRETARY OF STATE/CORPORATIONS DIVISION, SACRAMENTO, CA

**Registered agent:** C T CORPORATION SYSTEM, 818 WEST SEVENTH STREET, LOS ANGELES, CA, 900170000

**Principals:** GERALD J SALONITAI, PRESIDENT, 5015 SHOREHAM PLACE, SAN DIEGO, CA, 921220000

#### OPERATIONS

08/11/2005

**Description:** Holding company which through its subsidiaries operates as consulting engineers (97%) and drilling contractor (3%).

Terms are net 30 days. Sells to general public, commercial concerns and government. Territory : United States.

Nonseasonal.

**Employees:** 1,522 which includes officer(s).

**Facilities:** Leases premises on 1st floor of 1 story concrete block building. Shares facility with subsidiaries.

**Location:** Central business section on well traveled street.

**Subsidiaries:** This business has multiple subsidiaries, detailed subsidiary information is available through D & B's linkage or family tree products.

#### SIC & NAICS

##### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

87119903 Consulting engineer

##### NAICS:

541330 Engineering Services

---

#### Jump to:

[Overview](#)

| [Scores](#)

| [Payments](#)

| [Public Filings](#)

| [History & Operations](#)

## Banking & Finance

#### KEY BUSINESS RATIOS

Statement date: MAR 31 2005  
 Based on this number of establishments: 12

### Industry Norms based on 12 establishments

	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales	37.5	2.0	1
Return on Net Worth	411.2	10.7	1
<b>Short-Term Solvency</b>			
Current Ratio	1.8	1.5	2
Quick Ratio	1.3	1.4	3
<b>Efficiency</b>			
Assets Sales	33.8	56.4	1
Sales / Net Working Capital	8.1	7.0	2
<b>Utilization</b>			
Total Liabs / Net Worth	249.6	116.7	4

### FINANCE

08/11/2005

### Three-year statement comparative:

	Fiscal Consolidated Mar 31 2001	Fiscal Consolidated Mar 31 2002	Fiscal Consolidated Mar 31 2003
Current Assets	35,831,517	42,219,340	44,210,600
Current Liabs	26,738,571	27,243,242	24,862,491
Current Ratio	1.34	1.55	1.78
Working Capital	9,092,946	14,976,098	19,348,109
Other Assets	10,624,454	8,957,346	9,973,525
Net Worth	10,361,492	14,011,691	15,244,785
Sales	105,810,985	147,052,624	136,312,023
Long Term Liab	9,355,908	8,394,056	11,032,542
Net Profit (Loss)	2,164,255	77,275,805	3,040,406

### Fiscal Consolidated statement dated MAR 31 2005:

Assets		Liabilities	
Cash	5,026,174	Accts Pay	3,513,597
Accts Rec	33,080,839	Convertible Subordinated Debt	828,198
Mktble Securities	4,977,437	Accruals	2,700,000
Accrued Investment Income	8,576	Taxes	2,294,808
Unbilled Receivables	4,508,820	L.T. Liab-(1yr)	2,843,255
Prepaid Expenses & Other Curr Asset	1,359,205	Accrued Compensation & Other Liabs	16,220,243
Deferred Income Taxes	2,646,000		
<b>Curr Assets</b>	<b>\$51,607,051</b>	<b>Curr Liabs</b>	<b>\$28,400,101</b>

Fixt & Equip	5,620,855	Total Long-Term Debt	11,031,165
Goodwill & Other Intangibles-Net	3,543,124	Convertible Subordinated Debt	3,489,924
Deferred Income Taxes-Net	2,888,000	COMMON STOCK	7,405,786
		ACCUM OTHER COMPREHENSIVE LOSS	(20,376)
		RETAINED EARNINGS	13,352,430
<b>Total Assets</b>	<b>\$63,659,030</b>	<b>Total</b>	<b>\$63,659,030</b>

From APR 01 2004 to MAR 31 2005 annual sales \$188,381,918; cost of goods sold \$101,721,578. Gross profit \$86,660,340; operating expenses \$9,446,356. Operating income \$77,213,984; other expenses \$6,430,630; net income before taxes \$70,783,354; Federal income tax \$78,000. Net income \$70,705,354.

Extent of audit, if any, not indicated.

Item worth shown in summary section was computed after deduction of intangibles, goodwill \$3,543,124, totaling \$3,543,124. Accounts receivable shown net less \$691,689 allowance. Fixed assets shown net less \$21,028,462 depreciation.

On August 11, 2005, Sue Carnesecca, confirmed company name, address, principals, annual sales and operational information using Dun & Bradstreet's Internet-based update method (eUpdate) at [www.dnb.com](http://www.dnb.com).

#### CUSTOMER SERVICE

If you have questions about this report, please call our Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. If you are outside the U.S. contact your local D&B office.

\*\*\* Additional Decision Support Available \*\*\*

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. or visit our website at [www.dnb.com](http://www.dnb.com).

---

Copyright 2005 Dun & Bradstreet - Provided under contract for the exclusive use of subscriber 263157936L